

MCPS WAN RFP Summary of scores

	Highest possible score = 100
PHASE 1	

Leased Lit Fiber

Fatbeam	62.29
Spectrum	59
Zayo	57.14

Leased Dark Fiber

Blackfoot	69.86
Fatbeam	72.71
Zayo	67.14

Dark Fiber IRU

Blackfoot	78.57
Fatbeam	78.14
Wide Open Networks	85.71

Fiber Self Construction

Fatbeam	78.42
Wide Open Networks	89.28

	Highest possible score = 30
PHASE 2	

Leased Dark Fiber

Fatbeam	18
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Dark Fiber IRU

Blackfoot	22.16
Fatbeam	21
Wide Open Networks	25.66

Fiber Self Construction

Wide Open Networks	27.83
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LIT FIBER

	SPECTRUM							
	20-Year TCO	Compliance with District Requirements	Build Plan	Proposer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Pts.	30	20	15	15	10	5	5	100
Scorer #1	25	13	8	7	0	1	2	56
Scorer #2	22	8	6	11	5	3	3	58
Scorer #3	25	12	4	15	5	3	3	67
Scorer #4	30	14	11	10	2	0	2	69
Scorer #5	25	9	8	9	0	0	0	51
Scorer #6	22	16	6	8	0	1	3	56
Scorer #7	20	15	4	14	0	0	3	56
							AVERAGE SCORE	59.00

	Zayo							
	20-Year TCO	Compliance with District Requirements	Build Plan	Proposer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Pts.	30	20	15	15	10	5	5	100
Scorer #1	18	14	7	13	0	1	3	56
Scorer #2	20	18	8	14	5	3	3	71
Scorer #3	20	19	10	6	5	3	5	68
Scorer #4	18	15	7	7	0	0	1	48
Scorer #5	15	12	2	7	0	0	0	36
Scorer #6	22	16	10	9	0	1	3	61
Scorer #7	20	15	13	12	0	0	0	60
							AVERAGE SCORE	57.14

	Fat Beam							
	20-Year TCO	Compliance with District Requirements	Build Plan	Proposer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Pts.	30	20	15	15	10	5	5	100
Scorer #1	15	18	8	13	0	1	3	58
Scorer #2	26	19	5	15	5	3	4	77
Scorer #3	22	18	2	14	5	3	5	69
Scorer #4	14	20	9	11	0	0	4	58
Scorer #5	20	13	5	6	0	0	0	44
Scorer #6	22	20	6	15	0	1	4	68
Scorer #7	20	18	6	15	0	0	3	62
							AVERAGE SCORE	62.29

	Blackfoot							
	20-Year TCO	Compliance with District Requirements	Build Plan	Proposer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Pts.	30	20	15	15	10	5	5	100
Scorer #1	25	9	7	15	0	0	5	61
Scorer #2	22	16	9	12	0	3	5	67
Scorer #3	28	18	8	15	5	3	5	82
Scorer #4	22	20	8	11	6	0	3	70
Scorer #5	18	14	15	10	0	5	5	67
Scorer #6	26	18	7	14	0	2	4	71
Scorer #7	25	15	8	12	5	3	3	71
							AVERAGE SCORE	69.86

	Zayo							
	20-Year TCO	Compliance with District Requirements	Build Plan	Proposer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Pts.	30	20	15	15	10	5	5	100
Scorer #1	24	10	8	15	0	0	0	57
Scorer #2	20	17	8	11	0	3	2	61
Scorer #3	28	18	8	14	5	3	3	79
Scorer #4	24	14	7	13	6	1	3	68
Scorer #5	25	17	8	9	0	3	3	65
Scorer #6	29	15	9	8	0	2	1	64
Scorer #7	25	17	10	13	5	5	1	76
							AVERAGE SCORE	67.14

	Fat Beam							
	20-Year TCO	Compliance with District Requirements	Build Plan	Proposer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Pts.	30	20	15	15	10	5	5	100
Scorer #1	25	19	9	15	0	0	5	73
Scorer #2	22	20	6	15	0	3	5	71
Scorer #3	28	19	5	15	5	3	4	79
Scorer #4	24	18	8	13	5	1	3	72
Scorer #5	23	18	9	9	0	5	5	69
Scorer #6	28	19	9	11	0	2	4	73
Scorer #7	22	19	5	13	5	3	5	72
							AVERAGE SCORE	72.71

DARK FIBER IRU

Blackfoot								
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Points	30	20	15	15	10	5	5	100
Scorer #1	26	9	7	15	10	3	5	75
Scorer #2	22	20	8	11	6	2	3	72
Scorer #3	20	18	9	12	8	4	5	76
Scorer #4	18	15	15	10	8	4	5	75
Scorer #5	28	18	8	15	10	3	5	87
Scorer #6	30	15	9	12	10	3	3	82
Scorer #7	27	18	7	14	10	3	4	83
							Average Score	78.57142857

Fatbeam								
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Points	30	20	15	15	10	5	5	100
Scorer #1	23	19	9	15	10	3	5	84
Scorer #2	18	18	8	13	5	2	3	67
Scorer #3	22	20	6	15	8	4	5	80
Scorer #4	23	15	8	15	8	5	5	79
Scorer #5	28	20	5	15	10	3	4	85
Scorer #6	20	14	8	11	10	3	5	71
Scorer #7	28	19	7	11	10	2	4	81
							Average Score	78.14285714

Wide Open								
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Points	30	20	15	15	10	5	5	100
Scorer #1	26	20	14	15	10	3	5	93
Scorer #2	24	18	11	12	8	2	4	79
Scorer #3	22	20	11	15	8	4	5	85
Scorer #4	22	19	13	12	9	5	5	85
Scorer #5	28	20	12	14	10	3	5	92
Scorer #6	21	16	11	11	10	3	5	77
Scorer #7	29	18	11	14	10	3	4	89
							Average Score	85.71428571

Fatbeam								
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Points	30	20	15	15	10	5	5	100
Scorer #1	24	19	9	15	10	3	5	85
Scorer #2	15	18	8	13	5	5	3	67
Scorer #3	20	20	6	15	10	5	5	81
Scorer #4	23	16	8	15	8	5	5	80
Scorer #5	25	20	5	15	10	5	4	84
Scorer #6	20	13	8	12	10	5	5	73
Scorer #7	23	19	7	11	10	5	4	79
							Average Score	78.42857143

Wide Open Networks								
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction	Asset Life	Contract Terms and Conditions	TOTAL
Max Points	30	20	15	15	10	5	5	100
Scorer #1	28	20	14	15	10	3	5	95
Scorer #2	26	18	11	12	8	5	4	84
Scorer #3	30	18	12	15	10	5	5	95
Scorer #4	22	16	13	12	9	5	5	82
Scorer #5	30	20	12	14	10	5	5	96
Scorer #6	27	13	11	10	10	5	5	81
Scorer #7	30	18	11	14	10	5	4	92
							Average Score	89.28571429

Fatbeam - dark							
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction		TOTAL
Max Points	10	5	5	5	5		30
Scorer #1	6	5	3	5	0		19
Scorer #2	8	5	1	5	0		19
Scorer #3	6	5	3	5	0		19
Scorer #4	6	5	3	4	2		20
Scorer #5	5	4	2	5	0		16
Scorer #6	4	3	3	5	0		15
Scorer #7							
						Average Score	18

Blackfoot - Dark IRU							
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction		TOTAL
Max Points	10	5	5	5	5		30
Scorer #1	5	3	3	5	5		21
Scorer #2	7	5	3	5	3		23
Scorer #3	5	5	4	5	3		22
Scorer #4	5	5	4	5	3		22
Scorer #5	4	4	4	5	5		22
Scorer #6	7	3	4	5	4		23
Scorer #7							
						Average Score	22.16666667

Wide Open - Self Construction							
	20 year TCO	Compliance with District Requirements	Build Plan	Proposwer Qualifications	Operational Cost Reduction		TOTAL
Max Points	10	5	5	5	5		30
Scorer #1	10	3	5	5	5		28
Scorer #2	10	3	5	4	5		27
Scorer #3	10	5	5	4	5		29
Scorer #4	10	4	4	4	5		27
Scorer #5	10	4	5	4	5		28
Scorer #6	10	4	5	4	5		28
Scorer #7							
						Average Score	27.83333333